

EXTRAORDINARY DELIVERED

ADVANCED CAPITAL GROUP, INC.

Minneapolis, MN
Tenant Advisory Services

OPPORTUNITY

Advanced Capital Group, Inc. ("ACG") had outgrown its existing square footage and was debating whether or not to expand into a neighboring vacancy and renew, or relocate to a competing Class A office building

SOLUTION

- Capitalize on the challenges the current landlord had been having with leasing neighboring vacancies
- Leverage aggressive terms offered by competing buildings to ensure ACG was receiving the best possible offer from current landlord
- Negotiate flexible terms, with limited restrictions and regulations, so that ACG could apply any leftover allowance from the landlord to secondary costs in order to fully utilize the entire amount offered.

RESULTS

Transwestern was able to secure additional square footage next to ACG's current space to accommodate further growth, as well as reduce its per square foot rental costs. ACG also received a landlord allowance that it used to cover the entire cost of construction in the expansion space and offset rent with the remainder – on top of a market rate rent abatement package already secured.

